

SAMPLE 20's SHIPPING LIST# OF CARTONS FOR
REGULAR AND MENTHOL

D. Alford - PM REP
Barber & Sons
1211 Charlotte Street
Kansas City, MO 64106

100

J. M. Milligan
H. B. Lieserowitz Company
213 13th Street
Des Moines, IA 50309

30

J. Goldenstein - PM REP
H-Z Vending & Sales
1008 Dodge Street
Omaha, NB 68102

45

L. Nelson - PM REP
Rathbun Tobacco
510 North Main
Springfield, MO 65806

10

K. D. Shurtleff - PM REP
Wichita Tobacco
924 West 2nd
Wichita, KS 67212

30

P. Van Goethen - PM REP
Thompson Wholesale
1219 N.W. Front Street
Grand Island, NB 68801

5

J. B. Burger - PM REP
Linn Candy Company
295 12th Street
Marion, IA 52302

5

J. Gibson - PM REP
Flaks Inc.
55 South Yuma
Denver, CO 80219

90

D. Dalling - PM REP
Hemenway & Moser
1436 South 6th West
Salt Lake City, UT 84101

25

2040760740

SAMPLE 20's SHIPPING LIST# OF CASES FOR
REGULAR AND MENTHOL

J. R. Kuhlman - PM REP
Humboldt Dist., Inc.
78 East 21st Avenue
San Mateo, CA 94403

185

T. E. O'Hirok - PM REP
Kennedy Wholesale
205 W. Harvard Street
Glendale, CA 91204

170

H. Masaki - PM REP
Island Tobacco Company
710 North King Street
Honolulu, HI 96817

25

C. E. Evarkiou - PM REP
Palisades Wholesale
8655 Production Avenue
San Diego, CA 92121

105

R. Kirkendall - PM REP
Western Cigar
1400 Industrial Road
Las Vegas, NV 89101

5

S. Pignato - PM REP
Ponca Wholesale
3314 W. Osborn
Phoenix, AZ 85061

30

M. Kosar - PM REP
Ponca Wholesale
2502 N. Jack Rabbit
Tucson, AZ 85705

5

R. Torres - PM REP
Philmar Distributing
101 Summer Avenue, N. W.
Albuquerque, NM 87125

25

G. Dowell - PM REP
Carter Tobacco Company
1135 Airways Blvd.
El Paso, TX 79925

35

2040760741

MERIT ULTRA LIGHTS 100's

MANAGEMENT MATERIALS

<u>ITEM</u>	<u>RD</u>	<u>SSM</u>	<u>SRO</u>	<u>SHA</u>	<u>AMCS</u>	<u>AMDS</u>	<u>CAM</u>	<u>MM</u>	<u>DM</u>	<u>ADM</u>	<u>SR</u>
Letterhead	10	10	10	10	250	150	150	25	50	10	--
PPP Folder	10	10	10	10	50	75	75	25	50	10	*25
Sell-In Folder	10	10	10	10	50	75	75	25	50	10	*25
Mr. Retailer Flyer	--	--	--	--	--	2,000	1,000	--	--	--	--
Fact Sheets	--	--	--	--	--	--	--	10	--	--	--
ADA Cert. Statement	--	--	--	--	4 Pds.	4 Pds.	4 Pds.	--	4 Pds.	--	--
Circular	10	10	10	10	50	50	50	25	50	--	--
Circular	10	10	10	10	50	50	50	25	50	--	--

*Sales Representatives' Management Materials will be included in their
POS Kits.

MERIT ULTRA LIGHTS 100's
OCTOBER 5 - OCTOBER 30, 1981
POINT-OF-SALE MATERIALS

<u>ITEM</u>	<u>DM</u>	<u>ADM</u>	<u>MM</u>	<u>SR</u>
30-Pack S/S (V)	100	50	50	50
20-Pack S/S (H)	75	--	75	75
10-Pack S/S	--	--	--	50
10-Pack Gravity Feed Display	20	20	20	40
Poster - Large	100	100	--	100
Poster - Small	100	50	50	150
Poster - Vertical	100	100	50	300
Shelf Talker	75	75	75	150
Window Banner	50	--	--	50
Multipurpose Card	100	50	50	100
Mini Jumbo Pack	50	50	50	100
Mini Multipurpose Card	50	--	50	200
Metal Twist Pops	--	--	--	100
Plan B Large Header	20	--	List	List
8 Channel Packmaster Hd.	--	--	List	List
12 Channel Packmaster Hd.	--	--	List	List
16 Channel Packmaster Hd.	--	--	List	List
Cigarette Inventory & Ordering Guide Stickers	1 Sht	1 Sht	--	1 Sht
New Item Header	--	--	50	--
New Item Shelf Talker	--	--	50	--
PPP Folder	--	--	--	25
Sell/In Folder	--	--	--	25
*Matches	3 Cs	1 Cs	1 Cs	3 Cs

Carton Rack Labels

Regular	4 Shts	4 Shts	4 Shts	8 Shts
Menthol	4 Shts	4 Shts	4 Shts	8 Shts

Woodgrain Labels

Regular	4 Shts	4 Shts	4 Shts	16 Shts
Menthol	4 Shts	4 Shts	4 Shts	16 Shts

Pack Rack Labels

Regular	4 Shts	4 Shts	4 Shts	8 Shts
Menthol	4 Shts	4 Shts	4 Shts	8 Shts

MISCELLANEOUS

<u>ITEM</u>	<u>RD</u>	<u>SSM</u>	<u>SHA</u>	<u>SRO</u>	<u>AMCS</u>	<u>AMDS</u>	<u>CAM</u>	<u>MM</u>	<u>DM</u>	<u>ADM</u>	<u>SR</u>
Mugs	12	12	12	12	48	48	48	48	--	--	--
Ash Trays	25	25	25	25	25	25	25	25	25	--	50

*To be shipped from the supplier.

2040760743